US Army Medical Research and Materiel Command
(USAMRMC)
Associate Director, Small and Disadvantaged
Business Utilization
(ADSADBU)

Small Business Overview and Initiatives Presented To

U.S. Army Contracting Agency Small Business Training Conference

Protect, Project, Sustain

Presentation Outline

- USAMRMC Introduction
- Vision
- Mission
- Goals
- Core Capabilities
- FY 03 Small Business Metrics
- Small Business Guidance
- Desired Qualities of Small Businesses
- Small Business Challenges
- Public Law 100-656
- Strategic Alliances/Partnerships
- Key USAMRMC Outreach Initiatives
- Transformation
- Summary
- Questions/Recommendations

Small Business Outreach & Initiatives

The US Army Medical Research and Materiel Command:

Vision

- **We deliver the best medical solutions**

(products, services, business solutions) to enhance and treat the warfighter on point for the Nation.

Small Business Outreach & Initiatives

Mission:

- **Protect and sustain a healthy and medically protected force**
- **Be an agent of transformation for the Future Medical Force**
- **Enhance the care of service members and the military family by leveraging medical solutions**

Small Business Outreach & Initiatives

Goals

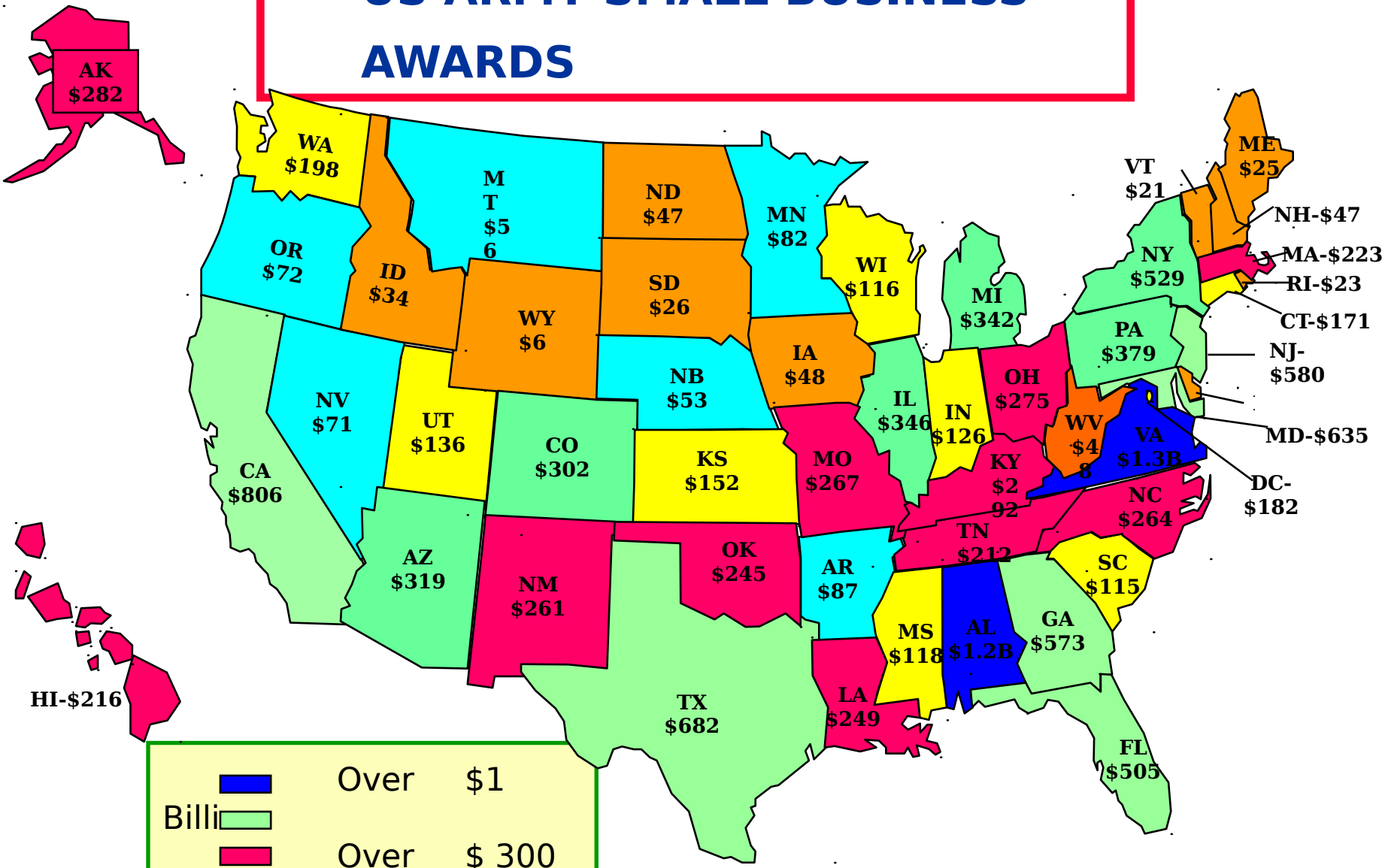
- **Ensure our military forces are deployed in a state of optimal health, equipped to protect themselves from disease and injury**
- **Lead transformation for a flexible, agile and responsive Future medical Force**
- **Provide quality, accessible. Cost-effective health solutions**

Small Business Outreach & Initiatives

Core Capabilities

- **Shape future medical solutions via research, advanced technology and partnerships**
- **Execute streamlined medical logistics, facilities and acquisition management**
- **Develop, integrate , acquire and sustain medical information management information technology solutions**
- **Provide best business and program management solutions**

US ARMY SMALL BUSINESS AWARDS



FY 03 SMALL BUSINESS AWARDS $13.6Billion

Small Business Outreach & Initiatives

The Department of Army and USAMRMC are interested in reputable businesses that can provide:

- **Innovative Products, Services and Business Solutions**
- **Military Relevant & Supports National Defense**
- **Fair and Reasonable Price**

Small Business Outreach & Initiatives

Desired Qualities of Small Businesses

- **Persistence**
- **Patience**
- **Pound The Pavement**

- **Creativity**
- **Credibility (Past Performance)**
- **Collaboration (Partnerships)**

Small Business Outreach & Initiatives

Small Business Challenges

- **The Ability To Deliver The ……**
- **Right Product/Service/Business solution**
- **Right Time**
- **Right Place**
- **Right Price (Fair & Reasonable)**

Small Business Outreach & Initiatives

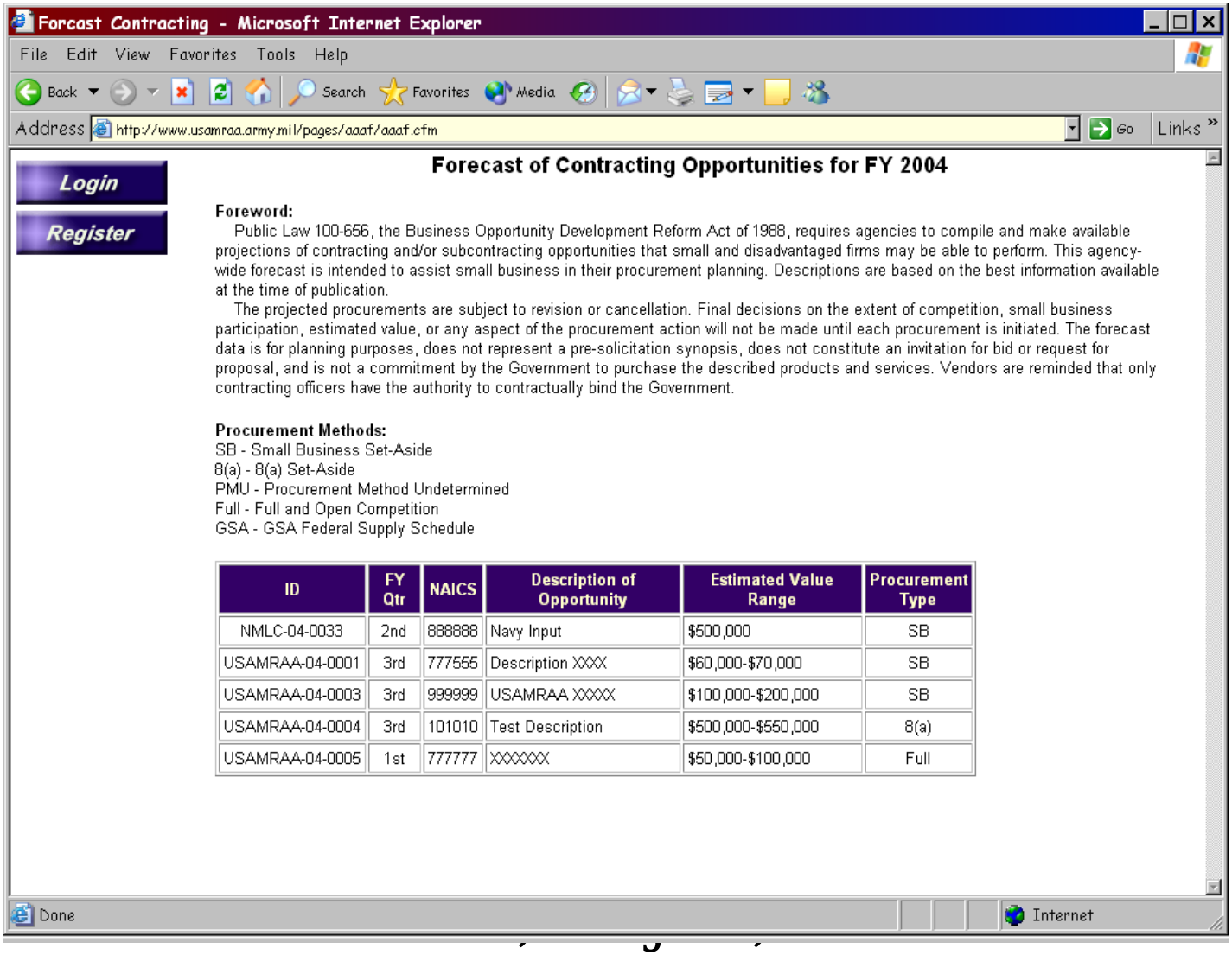
Public Law 100-656 –

The Business Opportunity Development Reform Act (1988)

Advanced Acquisition Forecast

- ***Requires agencies to compile & make available projections of contracting opportunities that small and disadvantaged businesses can perform***

Small Business Outreach & Initiatives


Forcast Contracting - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Search Favorites Media
Address http://www.usamraa.army.mil/pages/aaaf/aaaf.cfm
Go Links
Login
Register
Forecast of Contracting Opportunities for FY 2004
Foreword:
Public Law 100-656, the Business Opportunity Development Reform Act of 1988, requires agencies to compile and make available projections of contracting and/or subcontracting opportunities that small and disadvantaged firms may be able to perform. This agency-wide forecast is intended to assist small business in their procurement planning. Descriptions are based on the best information available at the time of publication.
The projected procurements are subject to revision or cancellation. Final decisions on the extent of competition, small business participation, estimated value, or any aspect of the procurement action will not be made until each procurement is initiated. The forecast data is for planning purposes, does not represent a pre-solicitation synopsis, does not constitute an invitation for bid or request for proposal, and is not a commitment by the Government to purchase the described products and services. Vendors are reminded that only contracting officers have the authority to contractually bind the Government.
Procurement Methods:
SB - Small Business Set-Aside
8(a) - 8(a) Set-Aside
PMU - Procurement Method Undetermined
Full - Full and Open Competition
GSA - GSA Federal Supply Schedule
ID | FY Qtr | NAICS | Description of Opportunity | Estimated Value Range | Procurement Type
NMLC-04-0033 | 2nd | 888888 | Navy Input | $500,000 | SB
USAMRAA-04-0001 | 3rd | 777555 | Description XXXX | $60,000-$70,000 | SB
USAMRAA-04-0003 | 3rd | 999999 | USAMRAA XXXXX | $100,000-$200,000 | SB
USAMRAA-04-0004 | 3rd | 101010 | Test Description | $500,000-$550,000 | 8(a)
USAMRAA-04-0005 | 1st | 777777 | XXXXXX | $50,000-$100,000 | Full
Done
Internet

Small Business Outreach & Initiatives

Strategic Alliances & Partnerships

- **“It’s not what you know, but who you know and who knows you.”**

Small Business Outreach & Initiatives

- **Mentor-Protégé Agreements**
- **Ft. Detrick Contracting Community**
- **Advanced Acquisition Forecast**
- **State of Maryland HBCU/MI Consortium**
- **Fort Detrick Business Development Office**
- **USAMRMC Small Business Website & Tutorial**

Protect, Project, Sustain

Transformation

"The continued success of the Army's Transformation relies on seeking out and capitalizing on the creativity, innovation, and efficiency representative of our nation's many small businesses. This is critical to the Army's current and future readiness to meet decisively the challenges of the 21st Century."

Eric K. Shinseki
Former Chief of Staff, U.S. Army

Small Business Outreach Initiatives

SUMMARY

- **The USAMRMC Small Business Office remains committed to *educating, empowering and encouraging* the various small businesses in Frederick County to participate and compete in the procurement process.**

Small Business Website

Business Appreciation Week

- **Feedback?**
- **Questions?**
- **Comments?**
- **Thank You!**

CONTACT INFORMATION

Jerome K. Maultsby

Associate Director

Small and Disadvantaged Utilization

US Army Medical Research and Materiel Command

Fort Detrick, MD 21702-5014

(301) 619-2471

(301) 619-2243 (Fax)

Jerome.Maultsby@amedd.army.mil

www.mrmc.smallbusopps.army.mil